



10-20-03 410111

MEMORANDUM

TO: Alan Rosenzweig, Director
Leon County
Office of Budget & Management

FROM: Sue Dick, President
The Economic Development Council of Tallahassee/Leon County, Inc.

DATE: Thursday, March 25, 2004

RE: FY 2004 – 2005 Funding Request

The Economic Development Council of Tallahassee/Leon County, Inc. (EDC) is requesting funding in the amount of \$175,000 for EDC Fiscal Year 2004–2005 [which includes recommendation by County Chairman and County Administrator of \$25,000 for Economic Development Investment Fund local match for EDC-Qualified Targeted Industries Incentive (QTI)]; plus an additional \$35,000 for Business Retention/Expansion Program, for a *total request of \$210,000*. An Executive Summary of Services (Attachment A) is enclosed, as well as a proposed budget for Fiscal Year 2004–2005 (Attachment D).

The EDC will continue to implement "Project Tomorrow", a five-year (2002–2006) private sector fundraising campaign. This campaign has been projected to generate \$350,000 per year in private sector contributions.

In the wake of the state government downsizing, it is imperative that a continued effort be made in the retention and recruitment of private sector industry. State agencies in Tallahassee have lost more than 1,600 jobs in the past four years and that trend is anticipated to continue.



NON-DEPARTMENTAL FUNDING REQUEST APPLICATION

TO: Leon County, Florida

FROM: The Economic Development Council of Tallahassee/
Leon County, Inc., P. O. Box 1639, Tallahassee, FL 32302

DATE: March 22, 2004

Organization or Agency representative or contact who has full authority and responsibility for providing Leon County with information and documentation on all activities, services and expenditures associated with this request.

Name: Sue M. Dick

Mailing address of Representative/Contact:

P.O. Box 1639, Tallahassee, FL 32302

Telephone: (Home) 383-1067 (Work) 224-8116

Completing This Questionnaire

1. Please read this questionnaire thoroughly before attempting to complete.
2. Please type or clearly print your responses to the questions.
3. All questions should be fully answered in order for this non-departmental funding request to be processed and evaluated as quickly as possible. If more space is needed, attach additional sheets as necessary.
4. Incomplete requests will be returned to the representative or contact identified above for correction and resubmission.

Please be sure to complete the attached Proposed Expenditure Plan (line-item budget) for your requested funding. Return completed application to:

Office of Management & Budget
Attn: Shanea Wilks
301 South Monroe Street Room 502
Tallahassee, Florida 32303

If you have any questions regarding this application, contact Shanea Wilks at (850)488-9775.

PROJECT INFORMATION

1. Specific project or event for which this funding is requested:

Economic Development Program for Tallahassee/Leon County, Inc. (EDC) and the Capital Region (Gadsden, Leon and Wakulla Counties).

2. Date event or project will begin and end:

Begin: October 1, 2004 End: September 30, 2005

3. What services will be provided if funding is approved?

(Please note Attachment A – Executive Summary of Services). Act as the primary marketing agent for Tallahassee and the Capital Region for business retention, expansion and recruitment as related to value-added, private sector job creation. Additionally, the EDC will serve as the source for economic and market-related trends.

4. What segment(s) of Leon County's population is intended to be served or benefit from this project or event?

All segments of the community and region will benefit from the initiatives. The EDC has broad community representation as evidenced by its public/private partnerships, memberships and Roundtable Industry Sector Programs. Eligible workforce as well as current governmental employees would have the opportunity to benefit from private sector recruitment. Targeted programs to address the Southern Strategy have been created. The Vice President Business Development-Retention/Expansion will be the contact.

5. Outline the phases and time frames in which this project or event will be accomplished if funded.

Fiscal Year 2005 (October 1, 2004 - September 30, 2005)

6. If this funding request is not approved, what would be the impact on your agency, project or event for which funding is sought?

New business establishments and existing business retentions and expansions, in terms of jobs created, would be significantly reduced. Additionally, business assistance and services would be negatively affected. Existing companies located in Leon, Gadsden and Wakulla Counties would not have existing resources available through the EDC.

7. What other agencies in Leon County (governmental, non-profit, private) provide service(s) similar to those which would be provided by this funding?

None.

AGENCY INFORMATION

8. How long has the organization, agency or individual been in operation? 13 Years
9. Does the organization, agency or individual have a 501(c)(3) status?
- No _____ Yes X

FUNDING INFORMATION

10. Total cost of project or event: \$767,808.05
11. Amount of funding requested from Leon County:
- \$175,000 [which includes recommendation by County Chairman and County Administrator of \$25,000 for Economic Development Investment Fund local match for EFI-Qualified Targeted Industries Incentive (QTI)]; plus an additional \$35,000 for Business Retention/Expansion Program. Total Request = \$210,000
12. Date by which funding is needed: October 1, 2004
13. If funded, would Leon County be the sole funding source for this project or event?
- No: X Yes: _____
14. List all others from whom you have received approval of funding, the amount requested and approved, and the dates you received funding.

DATE	AGENCY	AMT. REQUESTED	AMT. APPROVED
1/92	City of Tallahassee	\$75,000	\$75,000
1/93	City of Tallahassee	\$75,000	\$75,000 (Changed to Fiscal Year)
FY 1995 - 10/94	City of Tallahassee	\$75,000	\$75,000 (Mid-Year funding)
FY 1996 - 10/95	City of Tallahassee	\$120,000	\$120,000 (Mid-Year funding)
FY 1997 - 10/96	City of Tallahassee	\$120,000	\$118,750 (Mid-Year funding)
FY 1998 - 10/97	City of Tallahassee	\$150,000	\$120,000 (Mid-Year funding)
FY 1999 - 10/98	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)

FY 2000 - 10/99	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)
FY 2001 - 10/00	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)
FY 2002 - 10/01	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)
FY 2003 - 10/02	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)
FY 2004 - 10/03	City of Tallahassee	\$175,000	\$175,000 (includes \$25,000 for ED Investment Fund)

15. List all alternative sources and amounts of funding requested but not approved for this project or event. Describe actions to secure funding.

DATE	AGENCY	AMT. REQUESTED
October 2001 - December 2006	Private Sector Campaign - "Project Tomorrow"	\$350,000 per year
	(5 year commitment)	\$1.75 Million
	Interest Income	
	Potential funding from region's counties to include Gadsden and Wakulla	\$10,000

Describe actions to secure funding. Targeted Marketing Plan implemented prior to and during fiscal year. Formation of private sector recruitment task force for both local and regional funding opportunities. Private sector campaign, "Project Tomorrow", assessment conducted March 2001 - June 2001. Fifty private sector/corporate prospects interviewed and assessed for multi-year contribution level. Initial campaign conducted October 1, 2001 - March 2002 with 100 companies targeted. Five year campaign revenue goal - \$1.75 million. Ongoing Partner Retention Program conducted with dedicated staff.

16. Why is this funding requested? In your response, specify how this request correlates with one or more of the following criteria:

- I. A substantial loss of essential services.
- II. Loss of funding for mandated services for which Leon County is legally required to provide.
- III. Funding which reduces or eliminates the potential for personal injury or harm.
- IV. Funding which will prevent substantial damage to or loss of property.

The EDC will contract with Leon County to implement initiatives identified in the Economic Element of the Comprehensive Plan and will continue to represent Tallahassee and Leon County as the primary economic development contact.

The funding of the EDC directly correlates with the criteria of "I. A substantial loss of essential services." This proposal directly correlates with economic diversification. (Please note

Attachment B: Analysis of State Job Cuts)

The EDC would generate countywide economic impact through the retention and creation of 400 jobs. An economic impact analysis has been attached indicating the actual impact to the City/County tax base for Fiscal Year 1995-Fiscal Year 2004.

(Please note Attachment C: Economic Impact)

17. Will this project or event recur every year?

No: _____ Yes: X

If "Yes", please respond to the following:

a. How long will it take to complete the project?

Years: * Ongoing Months: _____

****The EDC program is ongoing from year to year.***

b. Would funding by Leon County be required in subsequent years for successful completion of the project?

No: _____ Yes: X

If "yes", estimate the amount of next year's funding request: \$185,000-\$210,000

The total overall funding amount to be requested from Leon County for this project: assessed annually

18. Is this project, event, or study part of a larger project?

No: X Yes: _____

If yes, identify the larger project: _____

19. Will Leon County be asked to fund additional costs associated with the larger project?

No: X Yes: _____

20. Has Leon County ever contributed funds to this event or project in the past?

No: _____ Yes: X

If "Yes", list date(s), recipient or agency, project title and amount of funding:

Date: April 1992

Recipient or agency: Project 2010

Project Title: _____

Funding Level: -0-

Date: April 1993
 Recipient or agency: Project 2010
 Project Title: _____
 Funding Level: -0-

Date: FY 1995 - April 1994
 Recipient or agency: Project 2010
 Project Title: Mid-Year Funding
 Funding Level: \$25,000

Date: FY 1996 - April 1995
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$50,000

Date: FY 1997 - October 1996
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$45,000

Date: FY 1998 - October 1997
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$100,000

Date: FY 1999 - October 1998
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund)

Date: FY 2000 - October 1999
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund)

Date: FY 2001 - October 2000
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund)

Date: FY 2002 - October 2001
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund)

Date: FY 2003 - October 2002
 Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.
 Project Title: Mid-Year Funding
 Funding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund); *plus \$35,000 for Business Development Campaign.

Date: FY 2004 – October 2003Recipient or agency: Economic Development Council of Tallahassee/Leon County, Inc.Project Title: Mid-Year FundingFunding Level: \$175,000 (*includes \$25,000 for Economic Development Investment Fund); *plus \$35,000 for Business Development Campaign.**PROPOSED EXPENDITURE PLAN**

Provider/ Recipient	Line Item	Unit Price	Quantity	Total Cost
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(Please see Attachment D: Budget)

100% of requested funding level must be represented in the above proposed expenditure plan. If the project is supported by other funding sources, please attach a total proposed expenditure plan, inclusive of the funding source.

22. Attach a copy of the Agency's most recent financial report.

(Please see Attachment E: Financial Statement)

CERTIFICATION

I, the undersigned representative of the agency or organization or individual making this request, certify that to the best of my knowledge all statements contained in this request and its attachments are true and correct.

Printed Name: Sue M. DickSignature: Date Signed: March 22, 2004

**EXECUTIVE SUMMARY OF SERVICES
PROVIDED TO LEON COUNTY, FLORIDA****ECONOMIC DEVELOPMENT COUNCIL OF TALLAHASSEE/LEON COUNTY
FY 2004-2005**

1. Create or retain a total of 400 jobs through business recruitment, retention and expansion efforts.
2. Serve as Enterprise Zone Administrator for EZ 3701. Coordinate Enterprise Zone Development Agency Board.
3. Enhance the EDC Web site by redesigning homepage, simplifying navigation, and creating Project Tomorrow investor section. Maintain site decision-making criteria, including demographics, labor data, major employers, etc.
4. Serve on the Leon County Fairgrounds Citizens' Advisory Committee and participate in Southern Strategy Area Economic Development Plan.
5. Identify partnerships for creation of incubator models.
6. Implement and direct business retention program. Survey at least 150 of Tallahassee/Leon County's major employers as part of the business retention program by conducting interviews and focus groups discussing areas of critical concern. Work in coordination with FAMU Small Business Development Center and other related organizations.
7. Develop Tallahassee/Leon County major employers "Suppliers List" as possible prospects for recruitment and relocation opportunities.
8. Provide full site location services to new and expanding businesses.
9. Contact organizations and publications (i.e. *Money Magazine*, *Forbes*) responsible for ranking Tallahassee/Leon County in credible, national analyses of cities for purposes of citing criteria/background data.
10. Provide economic analysis of job creation annual results in terms of new taxes generated and overall economic impact.
11. Continue to broaden the public relations and educational efforts to inform the community of the benefits of economic diversification. This will be accomplished by making presentations to civic and social groups throughout the region.
12. Continue to coordinate Capital Region economic development (specifically to provide site selection and other services to Gadsden and Wakulla Counties).
13. Request continued participation on the Board of Directors for Florida's Great Northwest, Inc., which serves as a regional economic development and marketing organization. Maintain active involvement on committees and task forces.

14. Continue to coordinate volunteer-driven industry sector roundtables to promote business expansions: Association Management; Commercial Real Estate/Development; Distribution; Health Care; Manufacturing; Tal Tech Alliance.
15. Produce mid-year and annual progress reports to include recruitment, retention/expansion, and regional economic development activities.
16. Continued implementation of "Project Tomorrow" program as private sector funding source with an annual goal of \$350,000.

**ENTERPRISE ZONE BUSINESS DEVELOPMENT AND
MARKETING PROGRAM**Attachment # 4
Page 11 of 23**ECONOMIC DEVELOPMENT COUNCIL OF TALLAHASSEE/LEON COUNTY
FY 2004-2005**

The key objective of the Economic Development Council of Tallahassee/Leon County, Inc.'s (EDC) Enterprise Zone Business Development and Marketing Program is to enhance the local quality of life by creating and preserving job and business opportunities within the local Enterprise Zone.

Measures of Success

Tracked and documented on the Business Needs Assessment Survey:

- Existing jobs
- New jobs
- New capital investment
- Program usage rates
- Space requirements
- Business needs

Action Items

1. Serve as the Administrator of the Enterprise Zone, 3701, charged with the responsibilities which include:
 - acting as a clearinghouse of information on the Enterprise Zone.
 - assisting businesses with activities related to applying for Zone incentives.
 - marketing the Zone through public forums and workshops.
 - responding to inquiries regarding the Zone and its programs from the general public
2. On an on-going basis, update collateral materials on the Enterprise Zone and its programs.
3. Continue to conduct site visits and Business Needs Assessment Surveys to businesses located within the Enterprise Zone.
4. Strategically place Enterprise Zone marketing materials for prospects. For example: County/City permitting offices, libraries, governmental kiosks, etc.
5. Use public television and radio for infomercials highlighting the Enterprise Zone. Additionally, a five to eight minute video may be produced to highlight Enterprise Zone geography, incentive programs, recipients and positive activities.
6. Place periodic advertisements regarding the Enterprise Zone programs in local newspapers, including smaller, community publications and minority newsletters.
7. Continue to conduct Enterprise Zone forums/workshops (at least three annually) at locations within the Zone's geographic area.

Attachment 3 4
12 of 23

8. Work with the Small Business Development Center and Tallahassee Community College to provide technical assistance related to business development for companies located within the Enterprise Zone.
9. Continue to coordinate the Enterprise Zone Development Authority board meetings. Invite Enterprise Zone-based businesses to attend.
10. Develop Enterprise Zone Web page complete with program descriptions, key contacts, applications and instructions, and an incentive calculator. Also, establish links to the State of Florida Enterprise Zone, City and County Web sites.
11. Maintain an electronic database of sites and facilities within the Enterprise Zone for business retention, recruitment or expansion.

EXECUTIVE SUMMARY OF STRATEGIC PLAN, FISCAL YEARS 2004-2006

ECONOMIC DEVELOPMENT COUNCIL OF TALLAHASSEE/LEON COUNTY
FY 2004-2005

Business Retention and Expansion

Continue to facilitate the creation, retention and expansion of local companies necessary to promote quality employment and investment opportunities.

Work closely with Leon County, the City of Tallahassee, the universities and community college, as well as private sector partners to leverage technical and financial resources to support progressive business development.

Continue to coordinate industry sector roundtables to promote business expansions:

- Association Management
- Commercial Real Estate/Development
- Distribution
- Health Care
- Manufacturing
- Tal Tech Alliance

Support the expansion of bioscience, biotechnical industries and advanced technologies via commercialization of locally driven research and development.

Coordinate the Enterprise Zone program and related economic development incentives to effect positive redevelopment within the Zone.

Continue to participate in initiatives to revitalize the Southside, the Fairgrounds Area, the Community Redevelopment Area, Downtown Tallahassee, Frenchtown and other targeted areas.

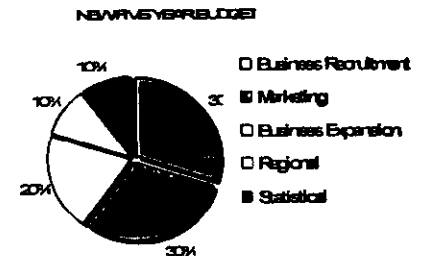
Business Recruitment

Continue recruitment of new capital investment and jobs to the area, focusing on businesses in targeted industry sectors.

Maintain effective relationships with national site selection consultants via quarterly e-mail correspondence and meetings during visits to select cities. Annually host a Tallahassee/Leon County Familiarization Tour.

Maintain available commercial buildings and development sites in a web-based database.

Serve as a clearinghouse for economic development information critical to the business attraction process.



Attachment # 4
Page 14 of 23

Attend key consultant events, marketing sales missions and conferences, including:

- CoreNet Global Summit
- Dallas sales mission
- New York/New Jersey sales mission
- Atlanta sales mission
- Industry-specific trade shows
- Atlanta business development luncheon
- Florida Economic Development Council Legislative Conference & Workshop

Marketing

Successfully market the advantages of relocating or expanding a business in Tallahassee/Leon County and enhance the image of the region as a preferred business location nationally and internationally.

Regional Promotion

Partner with Regional economic development entities such as

- Gadsden County Industrial Development Authority
- Wakulla County Economic Development Council
- Florida's Great Northwest
- Enterprise Florida

Statistical Data/Research

Provide economic research and market analysis needed by existing companies in Tallahassee/Leon County and those companies interested in expanding or relocating to the region.

STATE JOBS ANALYSIS CALENDAR YEAR 2003

Attachment # 4
Page 15 of 83

ECONOMIC DEVELOPMENT COUNCIL OF TALLAHASSEE/LEON COUNTY FY 2004-2005

STATE EMPLOYMENT IN 2004 WILL LOOK A LOT LIKE 2003

With slightly less than 31,000 jobs in Leon County, the State of Florida is the area's most important employer. The Economic Development Council monitors changes in state employment and assesses their economic impact to adjust its marketing, retention and workforce development strategies to the area's current needs and as an aid to local officials in their policymaking.

The most objective measure of state employment is the "State of Florida – State Payrolls Tabulation of State Employment by County and Department," compiled monthly by the Florida Department of Banking and Finance. Analysis of these reports over time reveals internal trends in employment by agency and by major budget entities like Florida A&M University and Florida State University. The EDC concentrates its analysis on full-time state employment. While part-time or "OPS" employees constitute about a quarter of the state workforce, they account for less than 10% of state payroll.

From December 1999 through February 2003, robust hiring at the two universities has mitigated a steady erosion of state agency employment. Over those four-plus years, the number of people being paid full-time at state agencies declined by 1,663. But FAMU and FSU added 870 jobs to the local economy, reducing the net loss of jobs during the period to 763. In general the jobs added at FAMU and FSU were much higher paying than the state jobs lost elsewhere, resulting in minimal disruption to the local economy.

Still year 2003 was the worst year by far for state agency job reductions, with 650 fewer people receiving paychecks from the state as at the end of the prior year. Agencies hit hardest were State (-156), Management Services (-120), Corrections (-76), Revenue (-64), Children and Families (-56), Transportation (-53), Workforce Innovation (-45) and Education (-42). But FAMU and FSU continued to add workers at the same robust rate that has characterized their hiring patterns since year 2000, offsetting the state agency cuts with 373 new hires. See *Attachment B-1*.

The 2003 number may be a statistical anomaly – the two institutions' net number of employees dropped by 94 in the first two months of this year, while state agencies shed another 98 positions. See *Attachment B-2*, and for a multiyear summary, see *Attachment B-3*.

As has been the case in recent years, the jobs added by the universities generally were high paying, pushing FAMU's payroll to a 2.9% increase over the previous year and FSU's payroll to a 7.9% increase. FAMU and FSU payrolls account for about 30% of total state payroll in Leon County, but with state-agency payroll down fractionally, overall state payroll grew by a scant 1.7% – less than half the 3.8% growth rate registered in 2003 and well below the 2003 inflation rate of 2.3%. Thus in real terms, overall state payroll declined slightly in 2003.

The trends for 2004 point to another year of overall job reductions in the state workforce in Leon County, though not to the degree of 2003. The weak start in the first two months of the year,

with overall jobs dropping by nearly 200, suggests that last year's budget cuts are continuing to ripple through the state labor force. But the prospects for a less austere state budget should reduce the number of agency cuts in the latter half of this year. Overall, the EDC estimates that Leon County will lose another 300 state jobs in 2004.

On a positive note, Convergys, which is in the process of taking over the State of Florida's human resources and payroll functions, is now fully operational with 250 employees in Leon County. A significant number of other job cuts at state agencies – for example, at Management Services – were the result of outsourcing, and the vendors winning those outsource contracts are adding employees to service those contracts in Leon County. The EDC is working toward tracking these jobs more precisely and hopes to incorporate that data into its next report at the end of FY2004.

Attachment 3 4
12 of 23

State Job Cuts in Leon County 2003
as measured by paychecks issued by Comptroller

ATTACHMENT B-1

TALLAHASSEE				
Agencies, Commissions, Court System	Dec-02	Dec-03	Net Chg	Pct
State	599	443	-156	-26.0%
Management Services	1,188	1,068	-120	-10.1%
Corrections	930	851	-79	-8.5%
Revenue	2,022	1,958	-64	-3.2%
Children And Families	1,613	1,557	-56	-3.5%
Transportation	1,167	1,114	-53	-4.5%
Agency For Workforce Innovation	574	529	-45	-7.8%
Education	1,393	1,351	-42	-3.0%
Highway Safety And Motor Vehicles	1,302	1,274	-28	-2.2%
Justice Administration	272	247	-25	-9.2%
Lottery	273	250	-23	-8.4%
Juvenile Justice	412	391	-21	-5.1%
Environmental Protection	1,492	1,475	-17	-1.1%
State Court System	385	374	-11	-2.9%
Public Service Commission	340	330	-10	-2.9%
Community Affairs	313	305	-8	-2.6%
Administrative Hearing	106	102	-4	-3.8%
Veterans' Affairs	10	6	-4	-40.0%
Elder Affairs	147	144	-3	-2.0%
Financial Services	1,671	1,671	0	0.0%
Fish And Wildlife Conservation	361	361	0	0.0%
Executive Office Of The Governor	258	258	0	0.0%
Legal Affairs	452	452	0	0.0%
Parole Commission	77	80	3	3.9%
Law Enforcement	902	907	5	0.6%
Health	2,057	2,065	8	0.4%
Agency For Health Care Administration	762	771	9	1.2%
Business And Professional Regulation	680	700	20	2.9%
Agriculture And Consumer Services	967	1,041	74	7.7%
Agencies, Commissions, Court System	22,725	22,075	-650	-2.9%
Legislative Branch	874	868	-6	-0.7%
Auditor General	234	224	-10	-4.3%
University Of Florida	17	21	4	23.5%
Florida A&M University	1,801	1,830	29	1.6%
Florida State University	5,489	5,845	356	6.5%
University-Related, Legislative Branch	8,415	8,788	373	4.4%
NET CHANGE IN FILLED POSITIONS	31,140	30,863	-277	-0.9%

Monthly Payroll (includes OPS)	Dec-02	Dec-03	Net Chg	Pct
FAMU Monthly Payroll	\$ 9,003,056	\$ 9,261,788	\$ 258,732	2.9%
FSU Monthly Payroll	\$ 26,089,051	\$ 28,138,816	\$ 2,049,765	7.9%
Total Monthly State Payroll	\$ 116,827,822	\$ 118,838,341	\$ 2,010,519	1.7%
Monthly Payroll ex-Universities	\$ 81,735,715	\$ 81,437,737	\$ (297,978)	-0.4%

State Job Cuts in Leon County YTD through Feb. 2004
as measured by paychecks issued by Comptroller

ATTACHMENT B-2

TALLAHASSEE				
Agencies, Commissions, Court System	Dec-03	Feb-04	Net Chg	Pct
Management Services	1,068	1,007	-61	-5.7%
Revenue	1,958	1,942	-16	-0.8%
Transportation	1,114	1,098	-16	-1.4%
Financial Services	1,671	1,658	-13	-0.8%
State Court System	374	364	-10	-2.7%
Business And Professional Regulation	700	690	-10	-1.4%
Children And Families	1,557	1,549	-8	-0.5%
Executive Office Of The Governor	258	252	-6	-2.3%
Agency For Workforce Innovation	529	524	-5	-0.9%
Juvenile Justice	391	386	-5	-1.3%
Administrative Hearing	102	97	-5	-4.9%
Public Service Commission	330	325	-5	-1.5%
Environmental Protection	1,475	1,470	-5	-0.3%
Education	1,351	1,348	-3	-0.2%
Lottery	250	248	-2	-0.8%
Elder Affairs	144	142	-2	-1.4%
Parole Commission	80	79	-1	-1.3%
Agriculture And Consumer Services	1,041	1,040	-1	-0.1%
Veterans' Affairs	6	6	0	0.0%
Fish And Wildlife Conservation	361	362	1	0.3%
Legal Affairs	452	453	1	0.2%
Health	2,065	2,067	2	0.1%
State	443	447	4	0.9%
Highway Safety And Motor Vehicles	1,274	1,278	4	0.3%
Community Affairs	305	313	8	2.6%
Law Enforcement	907	915	8	0.9%
Justice Administration	247	261	14	5.7%
Agency For Health Care Administration	771	785	14	1.8%
Corrections	851	871	20	2.4%
Agencies, Commissions, Court System	22,075	21,977	-98	-0.4%
Florida State University	5,845	5,734	-111	-1.9%
Auditor General	224	224	0	0.0%
University Of Florida	21	22	1	4.8%
Legislative Branch	868	871	3	0.3%
Florida A&M University	1,830	1,843	13	0.7%
University-Related, Legislative Branch	8,788	8,694	(94)	-1.1%
NET CHANGE IN FILLED POSITIONS	30,863	30,671	-192	-0.6%

Monthly Payroll (includes OPS)	Dec-03	Feb-04	Net Chg	Pct
FAMU Monthly Payroll	\$ 9,261,788	\$ 9,524,656	\$ 262,868	2.8%
FSU Monthly Payroll	\$ 28,138,816	\$ 28,409,352	\$ 270,536	1.0%
Total Monthly State Payroll	\$ 118,838,341	\$ 119,413,949	\$ 575,608	0.5%
Monthly Payroll ex-Universities	\$ 81,437,737	\$ 81,479,941	\$ 42,204	0.1%

Payroll Snapshot Leon County 2002 - Feb. 2004*

ATTACHMENT B-3

2002

Monthly Payroll (includes OPS)	Dec-01	Dec-02	Net Chg	Pct
FAMU Montly Payroll	\$ 8,330,332	\$ 9,003,056	\$ 672,724	8.1%
FSU Monthly Payroll	\$ 24,506,603	\$ 26,089,051	\$ 1,582,448	6.5%
Total Monthly State Payroll	\$ 112,572,310	\$ 116,827,822	\$ 4,255,512	3.8%
Monthly Payroll ex-Universities	\$ 79,735,375	\$ 81,735,715	\$ 2,000,340	2.5%

2003

Monthly Payroll (includes OPS)	Dec-02	Dec-03	Net Chg	Pct
FAMU Montly Payroll	\$ 9,003,056	\$ 9,261,788	\$ 258,732	2.9%
FSU Monthly Payroll	\$ 26,089,051	\$ 28,138,816	\$ 2,049,765	7.9%
Total Monthly State Payroll	\$ 116,827,822	\$ 118,838,341	\$ 2,010,519	1.7%
Monthly Payroll ex-Universities	\$ 81,735,715	\$ 81,437,737	\$ (297,978)	-0.4%

Dec 2003 - Feb 2004

Monthly Payroll (includes OPS)	Dec-03	Feb-04	Net Chg	Pct
FAMU Montly Payroll	\$ 9,261,788	\$ 9,524,656	\$ 262,868	2.8%
FSU Monthly Payroll	\$ 28,138,816	\$ 28,409,352	\$ 270,536	1.0%
Total Monthly State Payroll	\$ 118,838,341	\$ 119,413,949	\$ 575,608	0.5%
Monthly Payroll ex-Universities	\$ 81,437,737	\$ 81,479,941	\$ 42,204	0.1%

State Employment in Leon County 2000 - Feb. 2004

Total State Jobs	Begin Year	End Year	Net Chg	Pct
2000	31,434	31,236	(198)	-0.6%
2001	31,236	31,117	(119)	-0.4%
2002	31,117	31,140	23	0.1%
2003	31,140	30,863	(277)	-0.9%
Dec 2003 - Feb 2004	30,863	30,671	(192)	-0.6%
Total End 1999 - Feb 2004			(763)	-2.4%

Agencies, Court System	Begin Year	End Year	Net Chg	Pct
2000	23,610	23,137	-473	-2.0%
2001	23,137	22,807	-330	-1.4%
2002	22,807	22,725	-82	-0.4%
2003	22,725	22,075	-650	-2.9%
Dec 2003 - Feb 2004	22,075	21,977	(98)	-0.4%
Total End 1999 - Feb 2004			(1,633)	-6.9%

University, Legislative Branch	Begin Year	End Year	Net Chg	Pct
2000	7,824	8,099	275	3.5%
2001	8,099	8,310	211	2.6%
2002	8,310	8,415	105	1.3%
2003	8,415	8,788	373	4.4%
Dec 2003 - Feb 2004	8,788	8,694	(94)	-1.1%
Total End 1999 - Feb 2004			870	11.1%

* In 2000, the university system changed the way it reports payroll to the Comptroller making comparisons prior to 2002 problematic.

EDC Results - Private Sector

The EDC Record FY1995- March 2004

What 1,600 jobs mean to existing businesses in Tallahassee*

Annual economic impact and contribution to the private sector in 2004

Industry	Job	Average Salary	Annual Payroll	Total Payroll	Other Company Spending Amount spent locally	80%
Information Technology	853	\$47,307.00	\$40,352,871			\$ 109,425,102
Telecommunications	244	\$34,017.41	\$8,300,248			\$ 72,950,068
Distribution	181	\$40,706.02	\$7,367,789			\$200,612,687
Engineering Services	54	\$50,891.44	\$2,748,138	In selected categories....		
Manufacturing	20	\$39,875.35	\$797,507	Owner-occupied housing		10.7% \$ 21,555,904
Healthcare	130	\$36,892.29	\$4,795,998	Groceries		9.0% \$ 18,046,633
Miscellaneous	57	\$40,070.86	\$2,284,039	Recreation		8.4% \$ 16,903,656
Media	20	\$39,998.62	\$799,972	Hospitals and nursing		7.4% \$ 14,902,532
Financial Services	41	\$40,392.56	\$1,656,095	Clothing, accessories and jewelry		6.4% \$ 12,901,407
Total Jobs/Payroll	1,600		\$69,102,658	Restaurant meals		5.0% \$ 10,122,474
				Physicians		3.7% \$ 7,493,260
				Tenant-occupied housing		3.7% \$ 7,420,226
				Auto repair and maintenance		2.8% \$ 5,656,462
				New and used autos		2.6% \$ 5,215,930
				Education and research		2.4% \$ 4,725,282
				Telephone		1.9% \$ 3,805,057
				Computers, electronics		1.8% \$ 3,523,877
				Electricity		1.6% \$ 3,293,821
				Furniture and furnishings		1.6% \$ 3,209,803
				Higher education		1.3% \$ 2,541,574
				Health insurance		1.1% \$ 2,117,978
				Legal Services		1.0% \$ 2,006,127
				Dentists.....		1.0% \$ 1,920,787
				Air service		0.6% \$ 1,150,281
				Magazines, newspapers		0.5% \$ 1,062,641
Total Support Jobs/Payroll	1,100		\$40,322,444			

Jobs Created as a Result

Support Industry for ...

Industry	Job	Average Salary*	Annual Payroll
Information Technology	546	\$43,536.74	\$23,767,575
Telecommunications	156	\$25,160.81	\$3,929,112
Distribution	132	\$32,689.80	\$4,319,304
Engineering Services	35	\$39,832.99	\$1,376,628
Manufacturing	21	\$26,656.14	\$549,116
Healthcare	95	\$29,264.55	\$2,777,206
Miscellaneous	51	\$30,823.74	\$1,581,258
Media	13	\$30,768.17	\$393,833
Financial Services	52	\$31,521.74	\$1,628,413
Total Support Jobs/Payroll	1,100		\$40,322,444

Sources: Economic Development Council Survey of Actual Jobs Created, 1995, 2002; updated Mar. 2004

Florida Bureau of Labor Market Information ES202 Wages for Leon County, extrapolated to 2004

U.S. Department of Commerce Regional Economic Information System

U.S. Census Bureau, Income, Wealth and Consumption 1998

* Figures adjusted for recent closings

EDC Results - Local Tax Base

The EDC Record FY1995 - March 2004

Audited jobs created

What 1,600 Jobs Mean to the City of Tallahassee, Leon County and Leon County Schools
Annual Economic Impact and Contribution to City/County Tax Base in 2004

Jobs Created	Industry	Jobs	Average Salary*	Annual Payroll	Impact on Tax Base	Multipliers
	Information Technology	853	\$47,307.00	\$40,352,871	Final impact on local economy (payroll x multiplier)	3.1 \$214,218,239
	Telecommunications	244	\$34,017.41	\$8,300,248	Portion involved in local retail activity	67% \$143,526,220
	Distribution	181	\$40,706.02	\$7,367,789	Portion retail activity subject to sales tax	42% \$60,281,012
	Engineering Services	54	\$50,891.44	\$2,748,138	State sales tax revenue	6% \$3,616,861
	Manufacturing	20	\$39,875.35	\$797,507	Total Annual Local Option Sales Tax Revenues	1.5% \$904,215
	Healthcare	130	\$36,892.29	\$4,795,998	Ad valorem taxes and city utility revenues**	
	Miscellaneous	57	\$40,070.86	\$2,284,039	Employee	1,600
	Media	20	\$39,998.62	\$799,972	Commercial SF @ 200 SF/Employee	200 320,000
	Financial Services	41	\$40,392.56	\$1,656,095	Appraised Value @ \$75/sf	75 \$24,000,000
	Total Jobs/Payroll	1,600		\$69,102,658	Equipment value @ 20% of bldg costs	20% \$4,800,000
					City Tax Revenue @ 3.5 mills	\$28,800,000
					County Tax Revenue @ 8.6 mills	3.5 \$100,800
					School System Revenue @ 10 mills	8.6 \$247,680
					Utilities Revenue @ \$0.75/SF	10 \$288,000
					Total Annual Ad Valorem Tax, Utility Revenues	\$0.75 \$240,000
						\$ 876,480

* Average salary paid by industry in Leon in 2002, adjusted by average increase in salaries in 2003 and 2004 per the Florida Bureau of Labor Market Information and U.S. Department of Labor.

** Figures do not include residential ad valorem taxes and city utilities fees paid by workers and their families.

Statement of Activities

Proposed Budget

ATTACHMENT D

	Proposed 2004-05
	<u>Budget</u>
Income	
Income	
Advertising	8,000.00
Capital Regional Partnership	10,000.00
Dues Bartered	0.00
Equipment Rental to COC	0.00
Golf Tournament	0.00
Grants - City of Tallahassee	150,000.00
Grants - Leon County	185,000.00
In-Kind Chamber	42,253.00
Interest Income	700.00
Miscellaneous Revenue	
Private Sector Funding	375,000.00
Sponsorship	0.00
Total Income	<u>770,953.00</u>

Total Income 770,953.00

Expense	
Bad Debt Expense-Membership Due	20,000.00
Depreciation	16,000.00
Miscellaneous Expense	
Oper Exp	
Accounting, audit	14,000.00
Advertising & P.R.	48,000.00
Auto	6,200.00
Business Retention	35,000.00
Computer & Web Operations	9,000.00
Contract Services - Consulting	0.00
Dues/publications/subscriptions	5,000.00
Equipment op./maint./purchase	12,000.00
Florida's Great Northwest	15,000.00
Golf Tournament	0.00
Industry Sector Committees	2,500.00
Insurance	2,400.00
Interest	2,000.00
Office Supplies	4,000.00
Postage	2,000.00
Printing	16,000.00
Project Development	25,000.00
Quarterly Meetings & Committees	11,000.00
Recognition & awards	1,500.00
Rent in-kind	42,253.00
Staff seminars	2,500.00
Taxes, licenses, fees, other	1,200.00
Telephone	4,200.00
Total Oper Exp	<u>260,753.00</u>

Pers Exp

Statement of Activities

Proposed Budget

ATTACHMENT D

	Proposed 2004-05
	<u>Budget</u>
401K EDC Match, administration	5,500.00
Contract Services	40,000.00
Health Insurance	29,295.25
Payroll Outsourcing	1,900.00
Payroll Taxes	28,013.00
Salaries	362,684.80
WC/UC	3,662.00
Total Pers Exp	<u>471,055.05</u>
Total Expense	<u>767,808.05</u>
Net Income	<u>3,144.95</u>